

Notice of Intent to Certify Sole Source

To: Interested Parties

From: David C. Johnson

CC: ITS Project Number 47649

Date: April 18, 2023

Re: Sole Source Certification Number 4529 to provide EPSi application software support for the University of Mississippi Medical Center (UMMC)

Contact Name: Caleb Durden

Contact Phone Number: 601-432-8173

Contact E-mail Address: caleb.durden@its.ms.gov

Sole Source Certification Award Details

Regarding Information Technology Services (ITS) Sole Source Certification Number 4529 for the University of Mississippi Medical Center (UMMC), please be advised that ITS intends to award Strata Decision Technology, LLC, as the sole source provider of EPSi application software support through December 31, 2025, in an amount not to exceed \$ 347,224. Please be advised that ITS will determine if additional licenses, enhancements, upgrades, and support are within scope during the certification period and may increase the spending authority accordingly. Should Strata Decision Technology, LLC change their name during this certification period, then ITS will determine if a recertification is necessary. For an explanation regarding Mississippi state law, policy and procedures for sole source procurements, refer to Attachment B: Sole Source Procurement Overview.

Sole Source Criteria

1. The product or services being purchased must perform a function for which no other product or source of services exist:

Strata Decision Technology, LLC is the sole source provider of proprietary maintenance for EPSi application software. UMMC acquired the EPSi application software in 2008 to provide budgeting, cost accounting, and productivity functions not available with the then-current Lawson General Ledger. EPSi gets data feeds from both Epic (billing data) and Workday (current general ledger and payroll system), and uses this information to create the institution's budget. EPSi also provides cost accounting, labor productivity, product line analysis, and contract modeling. EPSi uses the only health care financial performance application architected and built on a single SQL data model allowing UMMC to integrate with multiple data sources for custom reports and applications.

2. The purchaser must be able to show specific business objectives that can be met only through the unique product or services:

EPSi is the decision support/reporting tool that, in addition to the budget and cost accounting functions, provides an open SQL platform that has allowed UMMC to build custom reports, applications, and ETL (Extract, Transform and Load) processes required by senior administration. A significant number of these custom applications and reports have been built around the SQL table structures within EPSi. Over thirteen years of experience, customizations, and integration into UMMC's financial and operational processes have been invested to achieve efficient performance using this system.

3. The product or services must be available only from the manufacturer and not through resellers who could submit competitive pricing for the product or services:

All development, support, upgrades, and services for the EPSi product are provided directly to clients from Strata Decision Technology employees. The EPSi product is not sold through a reseller and can only be licensed, implemented, and supported directly by Strata Decision Technology, LLC, along with any upgrades and support. The Vendor's sole source certification letter is included as Attachment A.

Schedule

Task	Date
First Advertisement Date	04/18/23
Second Advertisement Date	04/25/23
Response Deadline From Objectors	05/03/23 at 3:00 P.M. Central Time
Notice of Award/No Award Posted	Not before 05/04/23

Project Details

In April 2008, UMMC received ITS approval to acquire Eclipsys Sunrise Decision support software as a sole source from Eclipsys for five years. In 2010, Eclipsys merged with Allscripts. In April 2013, UMMC received ITS Board approval to continue the Agreement with Allscripts (formerly Eclipsys) for licensing and support of the Allscripts software, and a Master Acute Client Agreement was executed for five years. In May 2018, on behalf of UMMC, ITS issued Notice of Intent to Certify Sole Source Number 4101, for Allscripts application software, maintenance, and services. No objections were received and ITS certified the request as sole source through June 30, 2021. In June 2020, Strata Decision Technology acquired EPSi from Allscripts. In June 2021, the Allscripts name was changed in the Master Agreement from "Allscripts Healthcare, LLC" to "Strata Decision Technology, LLC (Strata), and the Agreement was extended for two years through June 30, 2023. UMMC wishes to extend their Agreement through December 31, 2025. The spend to date is \$3,415,720.43.

Submission Instructions and Format of Response from Objecting Parties

Interested parties who have reason to believe that the EPSi application software support should not be certified as a sole source should provide information in the following format for the state to use in determining whether or not to proceed with awarding the Sole Source contract to Strata Decision Technology, LLC.

1.1 Interested Party Information

1.1.1 Contact Name, Phone Number and email address.

- 1.1.2 Company Website URL, if applicable.
- 1.2 Objection to Sole Source Certification
 - 1.2.1 Interested parties must present specific objections to the Sole Source certification using the criteria listed above.
 - 1.2.2 A statement regarding the Interested Party's capabilities as related to this Sole Source Certification Request.
- 1.3 Comments will be accepted at any time prior to Wednesday, May 3, 2023, at 3:00 p.m. (Central Time) to Caleb Durden at caleb.durden@its.ms.gov or at the Mississippi Department of Information Technology Services, 3771 Eastwood Drive, Jackson, Mississippi 39211. Responses may be delivered by hand, via regular mail, overnight delivery, e-mail or by fax. Fax number is (601) 713-6380. ITS WILL NOT BE RESPONSIBLE FOR DELAYS IN THE DELIVERY OF RESPONSES. It is solely the responsibility of the Interested Parties that responses reach ITS on time. Interested Parties may contact Caleb Durden to verify the receipt of their Responses. Responses received after the deadline will be rejected.
- 1.4 Interested Party responses should include the following information:

SUBMITTED IN RESPONSE TO
Sole Source Certification No. 4529
Accepted until May 3, 2023 @ 3:00 p.m.,
ATTENTION: Caleb Durden

If you have any questions concerning the information above or if we can be of further assistance, please contact Caleb Durden at 601-432-8173 or via email at caleb.durden@its.ms.gov.

Attachment A: Vendor Correspondence
Attachment B: Sole Source Procurement Overview



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49th Floor
Chicago, IL 60601

312.726.1227
www.stratadecision.com

March 3, 2023

University of Mississippi Medical Center
2500 N State St
Jackson, Mississippi 39216

To Whom It May Concern:

EPSi, a software product owned and supported by Strata Decision Technology, LLC ("Strata"), has been installed and in productive use for over ten (10) years at the University of Mississippi Medical Center ("UMMC"). With EPSi, UMMC uses the only health care financial performance application architected and built on a single SQL data model. On this single platform, EPSi has seamlessly integrated Operating Budget, Long Range Financial Planning, New Program/Service Modeling, Labor Productivity Reporting, and Cost Accounting with Service Line Analysis into one database.

UMMC, with EPSi, is able to integrate and leverage the value in upstream data sources like financial data from GL, Payroll, AP, Materials Management and detail patient encounter data from EMR and Patient Accounting solutions. EPSi accepts the data one time via ETL and repurposes the same source data files across all applications in the EPSi solution. This single source of truth approach eliminates duplicate interfaces, duplicate auditing of data, and significant reduction in system maintenance compared. Without EPSi, UMMC would have to implement, support and maintain multiple non-integrated applications in the areas of Operating Budgeting, Long Range Planning, Labor Productivity Reporting, and Cost Accounting with Service Line Analysis reporting.

The business objectives EPSi has enabled UMMC to achieve include comprehensive integrated monthly financial and performance reporting, pro-forma financial modeling, enterprise budgeting and custom clinical service line analysis and reporting. In addition, EPSi's unique SQL open platform allows UMMC Decision Support staff to develop ever changing and custom applications required by senior administration. This has allowed significant automation of routine tasks resulting in direct cost savings. Because of the degree to which EPSi's functionality has been integrated into UMMC's Financial and Operational Management processes and infrastructure, a change of products at this time would be extremely disruptive and costly.

Strata is based in Chicago, IL. All development, support and services for the EPSi product are provided directly to Strata clients from Strata employees. The EPSi product is not sold through a reseller and can only be licensed, implemented and supported directly by Strata.

Please contact me if you have any further questions.

Sincerely,
Strata Decision Technology, LLC

BY

A handwritten signature in black ink, appearing to read "John Martino".

John Martino
CEO

Attachment B

The acquisition of information technology for all state agencies and institutions of higher learning (IHLs) is within the scope of the ITS law, found in Mississippi Code Section 25-53-1, et seq., and the policies and procedures established in accordance with this statute, found in the ITS Procurement Handbook posted on the ITS website (www.its.ms.gov).

ITS enabling legislation requires that information technology hardware, software and services be acquired in a manner that insures the maximum of competition among all manufacturers and suppliers of such equipment and services. Accordingly, ITS promotes full and open competition through the issuance of open specifications and the objective evaluation of Interested Party proposals to determine the lowest and best offering to meet an agency's or public university's business requirements. True competition protects the integrity and credibility of purchasing in the public sector and is essential in providing best value and adequate contractual protection for the purchasing entity. In certain limited situations, information technology acquisitions may be sole-sourced.

ITS utilizes the provisions of Public Purchasing Law for Sole Source and Emergency procurements of information technology. Mississippi Public Purchasing Law (Mississippi Code Section 31-7-13) specifies that noncompetitive items available from one source only be exempted from bid requirements (sole-sourced). ITS statute, in Section 25-53-5 (p), permits ITS to utilize provisions in Public Purchasing Law or regulations, when applicable.

Per Public Purchasing law, acquisitions must meet the following criteria to be authorized as sole source:

1. The product or services being purchased must perform a function for which no other product or source of services exists,
2. The purchaser must be able to show specific business objectives that can be met only through the unique product or services, AND
3. The product or services must be available only from the manufacturer and NOT through resellers who could submit competitive pricing for the product or services. The vendor's correspondence regarding this criterion for this project is included as Attachment A.

By policy as documented in the ITS Procurement Handbook, acquisitions of IT services must include the following information to be authorized as sole source:

1. An explanation about why the amount to be expended is reasonable, and
2. An explanation regarding the efforts by the purchaser to obtain the best possible price.

For state agencies, approval of all technology purchases with a lifecycle cost of \$5,000 or less, including sole source purchases, has been delegated to the agency. The ITS Procurement Limits Policies for Agencies (a section in the ITS Procurement Handbook) require a minimum of two competitive written bids or proposals for technology purchases with a lifecycle cost over \$5,000 but not over \$50,000 (not over \$25,000 for projects funded by the American Recovery and Reinvestment Act). Since, for single source items, the procuring agency will be unable to obtain two written bids, ITS must certify all sole source acquisitions of information technology with a lifecycle cost greater than \$5,000.

Institutions of Higher Learning (IHLs) or public universities have been delegated the authority to certify sole source procurements up to \$250,000 lifecycle cost under the ITS Procurement Limits Policies for IHLs (a section in the ITS Procurement Handbook). For the certification of sole source procurements delegated to the CIOs at public universities, the public university must follow ITS' Sole Source Procedure, including advertisement of the intent to award as sole source. Institutions certifying a sole source purchase must ensure the criteria listed above are met and documented in writing by the institution and the Interested Party prior to certifying a product or service as sole source. Sole source documentation must be reviewed and approved by the IHL's CIO for any sole-source certification

above \$5,000. All sole source documentation should be retained in the public university's procurement file. Sole source requests above \$250,000 lifecycle cost require ITS approval.

Other than the delegations outlined above, all sole source technology procurements must be certified by ITS.

ITS thoroughly reviews Sole Source Certification Requests, determining if competing products and/or services exist. If so, ITS conducts a competitive procurement. If ITS' review confirms the sole source, then a Sole Source advertisement is issued, giving other Interested Parties an opportunity to identify competing products and/or services. Based upon the results of the Sole Source advertisement, ITS will either certify the request as a sole source or conduct a competitive procurement.